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8 April 1986

MEMORANDUM FOR: William F. Donnelly

25X1 FROM:

SUBJECT: Terminal Procurement

Allen Elkins asked me to provide you some information on the
Department of Agriculture procurement of IBM 3270 compatible
terminals. We are reviewing the Agriculture payroll system (a
recent vintage IDMS system developed by the Agriculture National
Finance Center in New Orleans) and in the course of discussions
confirmed their intention to use 3270 compatible terminals. Based
on my discussion with Clyde McShan, the Director of the National
Finance Center, it appears that Agriculture has a $260 million
procurement contract for 3270 compatible smart terminals (ATT 6300
models). This contract has been placed and Clyde believes that it
is at a good price and is open-ended for us to piggy-back if we
desire. The contracting officer for Agriculture is Clem Munno
here in Washington --phone 447-3201. You can get additional
information from him. Let me know if I can provide anything more.

25X1

Distribution:

- addressee
- Allen R. Elkins

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WORKSTATION QUESTIONS

A. Basics

   1. 8260 emulation on a PC allows us to move into the mainstream.

   2. NEWS forces us to move into the mainstream.

B. Problem

To determine the workstation architecture that OIT supports.

C. What are the new developments?

   1. Realization of the cost implications and constraints.

   2. Is the 3270 PC device mainstream in the commercial world?

   3. Implications if it's not.

   4. Recognition (Gartner Group, etc.) that the 3270 PC has not been conversally accepted.

D. Applications

   1. What applications will use what workstation and on what time frame?

   2. How will the Zenith PCs be handled in SAFE? What does this mean for other devices? What is the time table?

   3. Who is the customer for the NEWS workstation?

   4. What are the customer requirements?

        PC users/standalone
        Users of existing services
          (SAFE, AIM, EZyyy, CAMS, TADS, GIMS, etc.)
        Users of 3270 application support
          (IDMS/R and other COTS)

E. What is the IDEAL solution?

        Cheap
        Picks Up Old Applications (Legacy)
        Goes Forward to 3270 Environment
        Runs PC Software

SUBJECT: Workstation Questions

F. Choices

1. 3270 PC AT (NEWS)

How do we cover old applications (legacy problem)?
Can we afford this solution?

2. IBM PC AT

How do we handle legacy applications: costs and risks?
How do we get into 3270 mainstream?
    DD Emulation
    Generic NEWS and 3270 emulation board (IRMA)

3. IBM PC AT Clone

All of the above.

G. Questions

1. What will exist in a "generic" NEWS environment to
    accomodate the API which exists in the 3270 PC AT and
    which gives us our "opportunity" to write software to
    accomodate the CAM legacy?

2. How much application software will not run in the NEWS
    environment?

3. Does the emulation path (build your own Delta Data)
    really take us away from future directions? How do we
    manage the continued writing of specialized software
    that adresses this? Does this give users (of this
    project) an opportunity to diverge from the
    "mainstream"?

4. What are the implications of staying in the ASYNC
    twisted-pair environment?

        Not Mainstream
        No Improvement in Network Speed (No Graphics),
        Enhancement or Monitoring

5. How do we get from the 3270 PC/AT to the high-end
    workstation?